Doing Business With The Navy

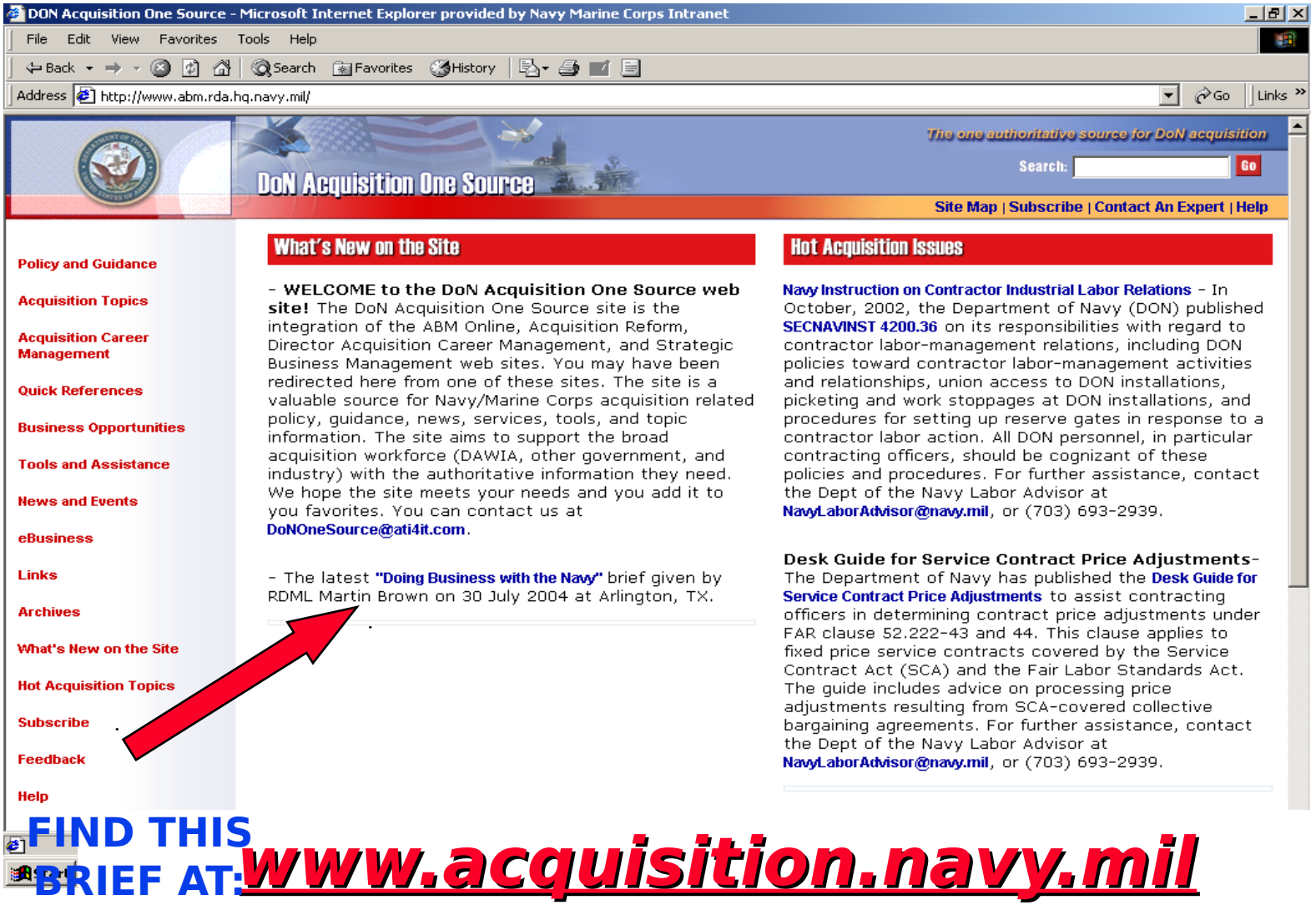
RDML Martin Brown, SC, USN

Deputy Assistant Secretary of the Navy

(Acquisition Management)

Dec 1, 2004

DoN Acquisition Home Page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- WELCOME to the DoN Acquisition One Source web site! The DoN Acquisition One Source site is the integration of the ABM Online, Acquisition Reform, Director Acquisition Career Management, and Strategic Business Management web sites. You may have been redirected here from one of these sites. The site is a valuable source for Navy/Marine Corps acquisition related policy, guidance, news, services, tools, and topic information. The site aims to support the broad acquisition workforce (DAWIA, other government, and industry) with the authoritative information they need. We hope the site meets your needs and you add it to you favorites. You can contact us at DoNOneSource@ati4it.com.
- The latest "Doing Business with the Navy" brief given by RDML Martin Brown on 30 July 2004 at Arlington, TX.
Hot Acquisition Issues
Navy Instruction on Contractor Industrial Labor Relations - In October, 2002, the Department of Navy (DON) published SECNAVINST 4200.36 on its responsibilities with regard to contractor labor-management relations, including DON policies toward contractor labor-management activities and relationships, union access to DON installations, picketing and work stoppages at DON installations, and procedures for setting up reserve gates in response to a contractor labor action. All DON personnel, in particular contracting officers, should be cognizant of these policies and procedures. For further assistance, contact the Dept of the Navy Labor Advisor at NavyLaborAdvisor@navy.mil, or (703) 693-2939.
Desk Guide for Service Contract Price Adjustments- The Department of Navy has published the Desk Guide for Service Contract Price Adjustments to assist contracting officers in determining contract price adjustments under FAR clause 52.222-43 and 44. This clause applies to fixed price service contracts covered by the Service Contract Act (SCA) and the Fair Labor Standards Act. The guide includes advice on processing price adjustments resulting from SCA-covered collective bargaining agreements. For further assistance, contact the Dept of the Navy Labor Advisor at NavyLaborAdvisor@navy.mil, or (703) 693-2939.

FIND THIS BRIEF AT: www.acquisition.navy.mil

Agenda

Navy Acquisition Environment
Small Business Trends
How to Market Your Business
Contact Points
Summary

Navy Acquisition Environment

SEAPOWER 21

Navy Acquisition Environment

SEA ENTERPRISE

Major Navy Buying Commands

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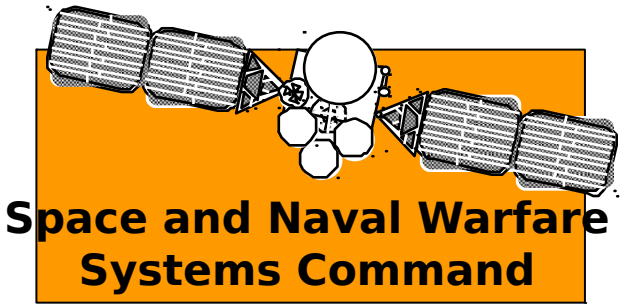

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Phone: (619) 524-770l
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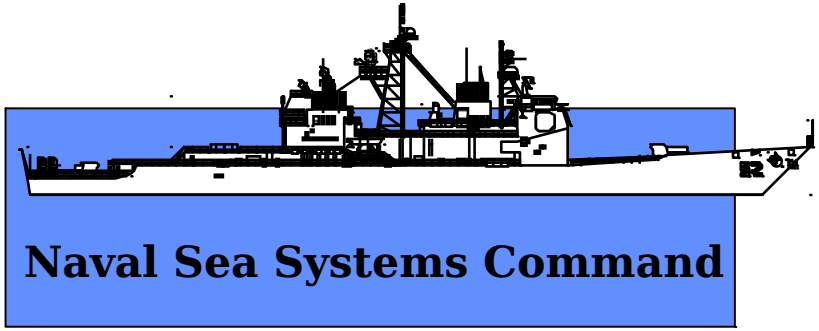
sbo@spawar.navy.mil

https://e-commerce.spawar.navy.mil



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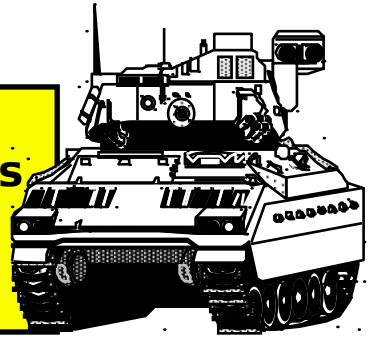
Tatigians@navsea.navy.mil

www.navsea.navy.mil

Major Navy Buying Commands

Marine Corps Systems Command



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Deputy for Small Business
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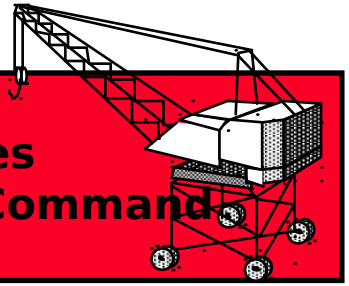
burtonhl@mcsc.usmc.mil

www.marcorsyscom.usmc.mil

Naval Facilities Engineering Command



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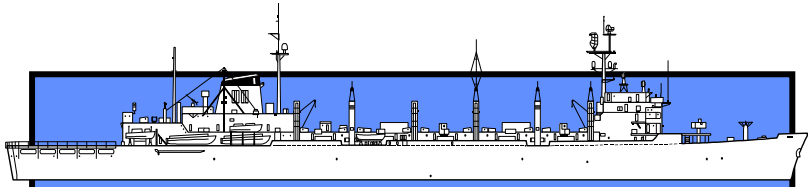
www.navfac.navy.mil

Military Sealift Command



Mr. David Grove
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www.msc.navy.mil/

Major Navy Buying Commands

Office of Naval Research

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Fax: 703-696-4430

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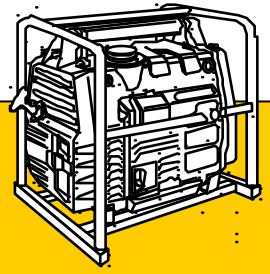
www.onr.navy.mil



Naval Supply Systems Command

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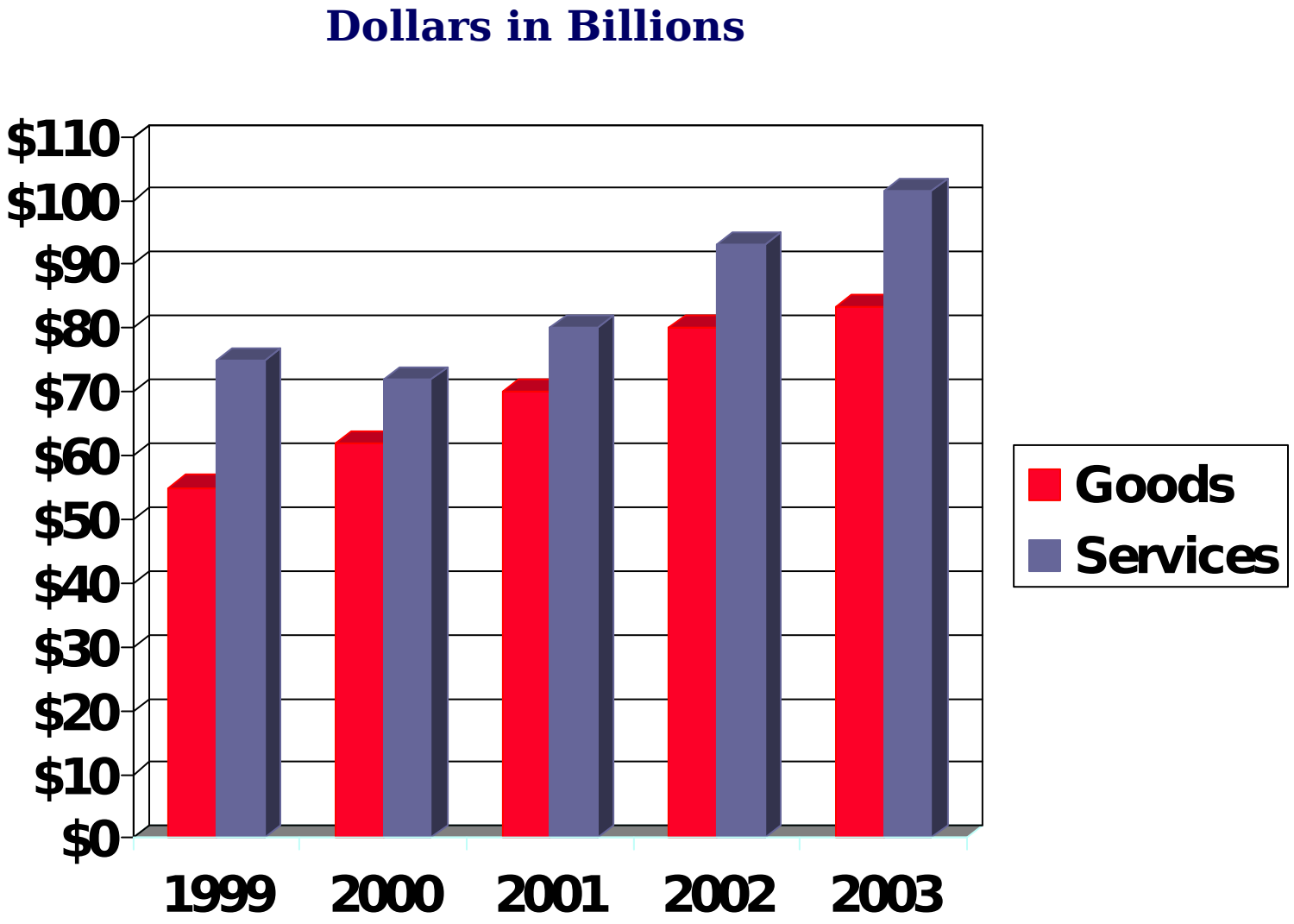
mark.opilla@navy.mil

www.navsup.navy.mil

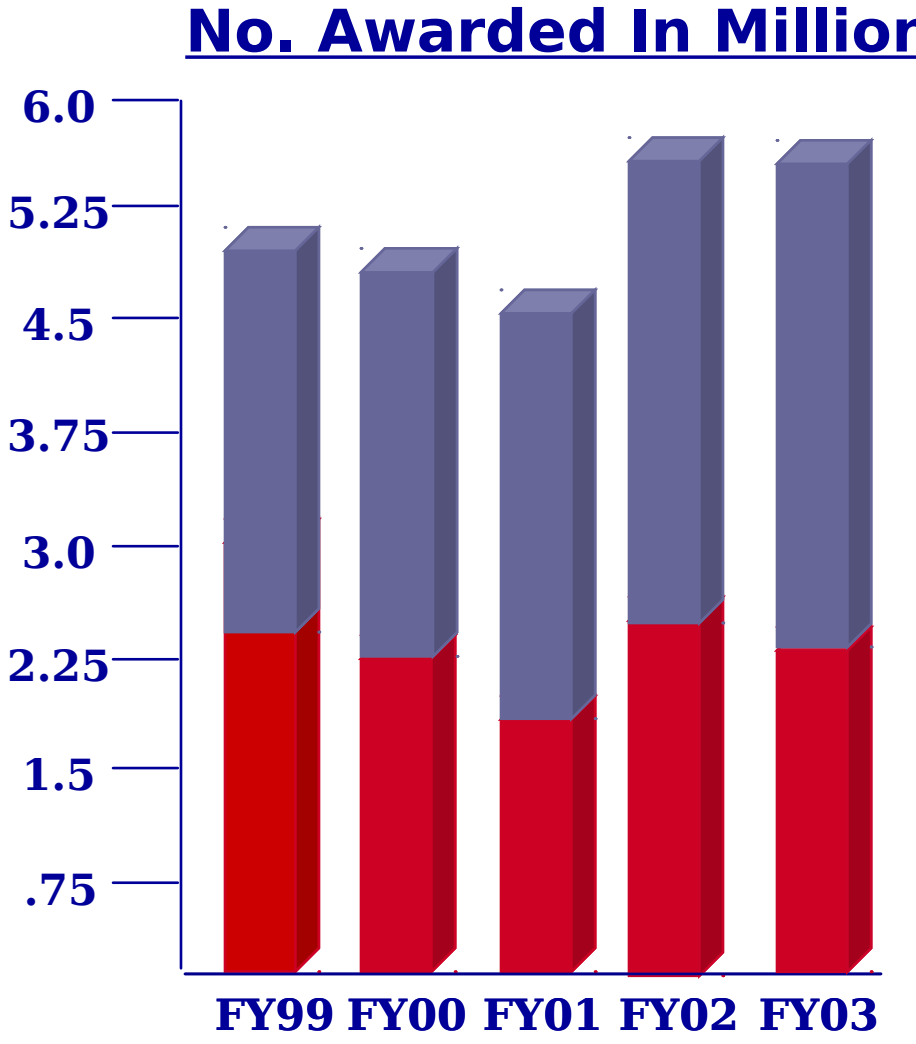
Resale Opportunities

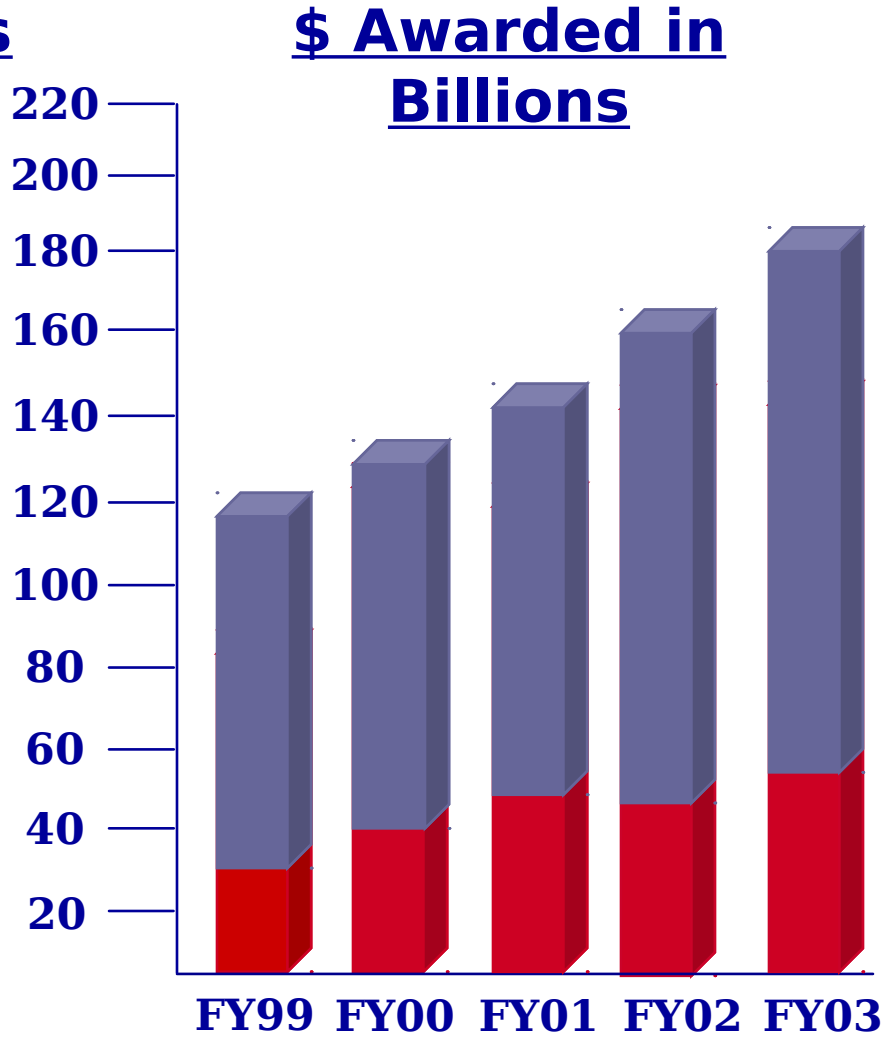
- ✓ **Exchanges**
  - ❑ www.navy-nex.com
  - ❑ http://www.usmc-mccs.org/busops/Retail/main.asp
  - ❑ www.aafes.com
- ✓ **Defense Commissary Agency (DECA)**
  - ❑ www.commissaries.com/

DoD Expenditures in the U.S. Trend of Goods and Services

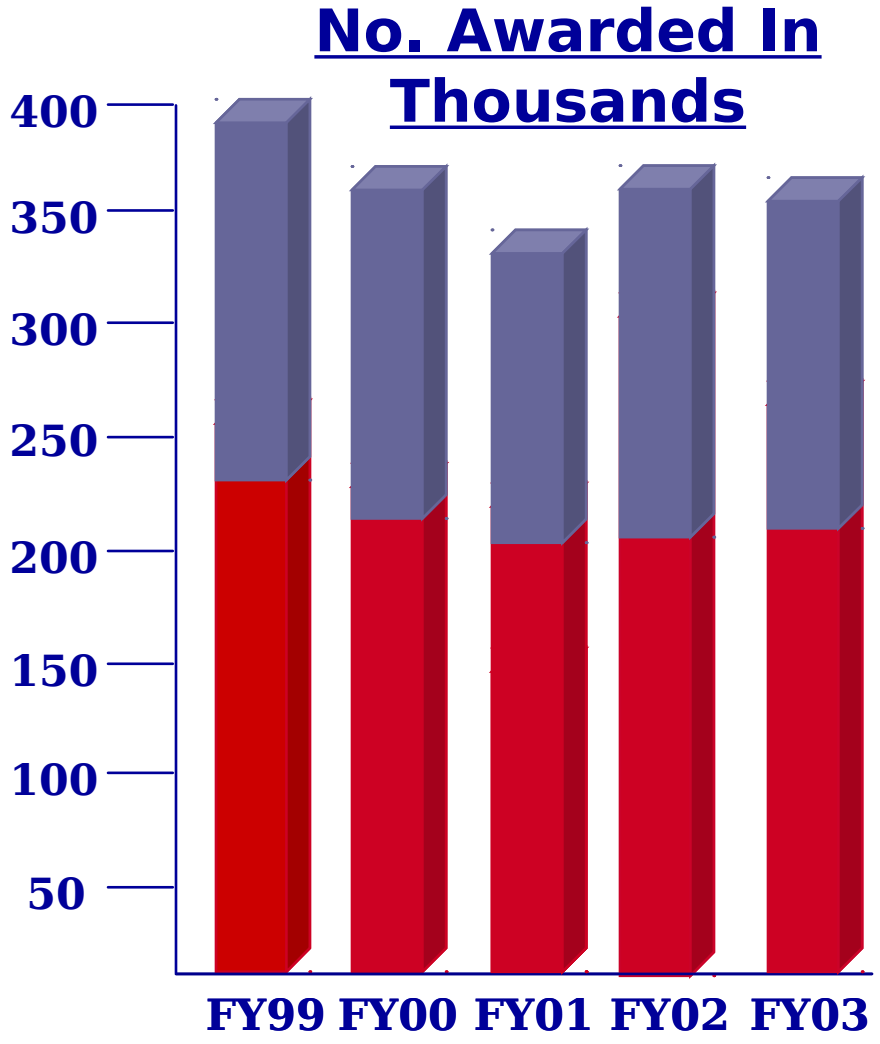


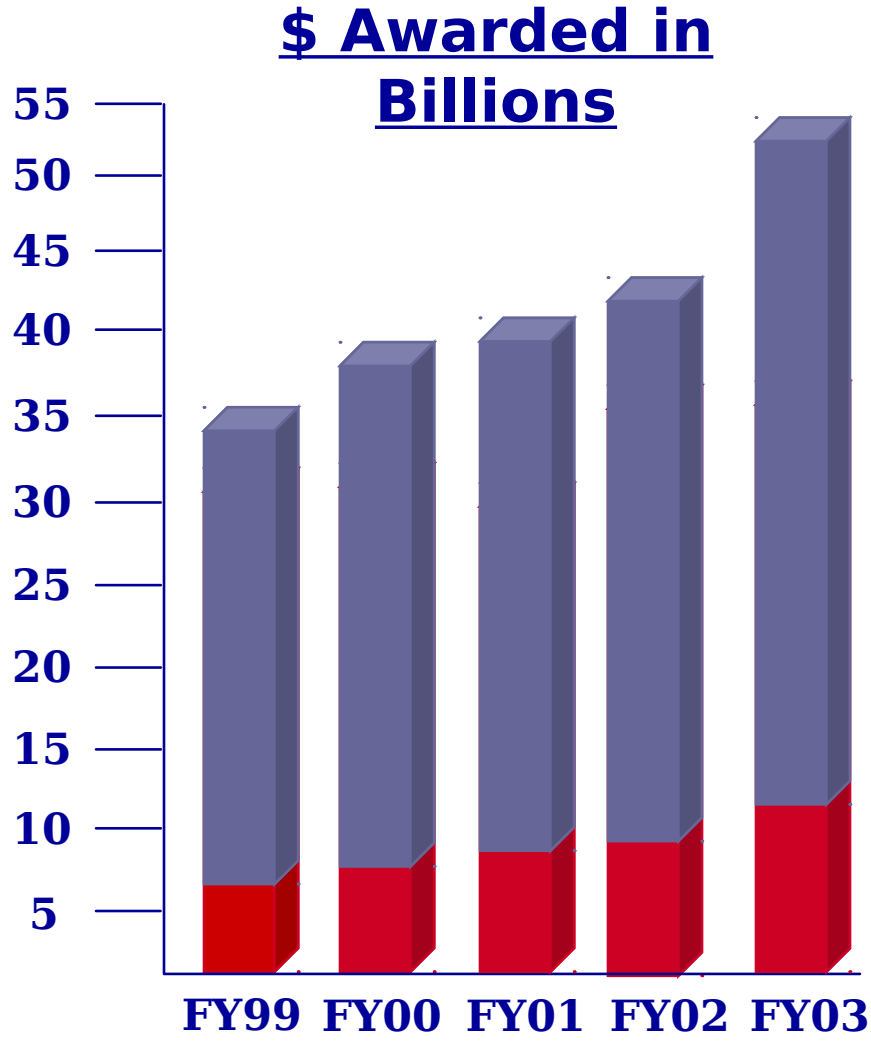
DoD Small Business Trends in the US



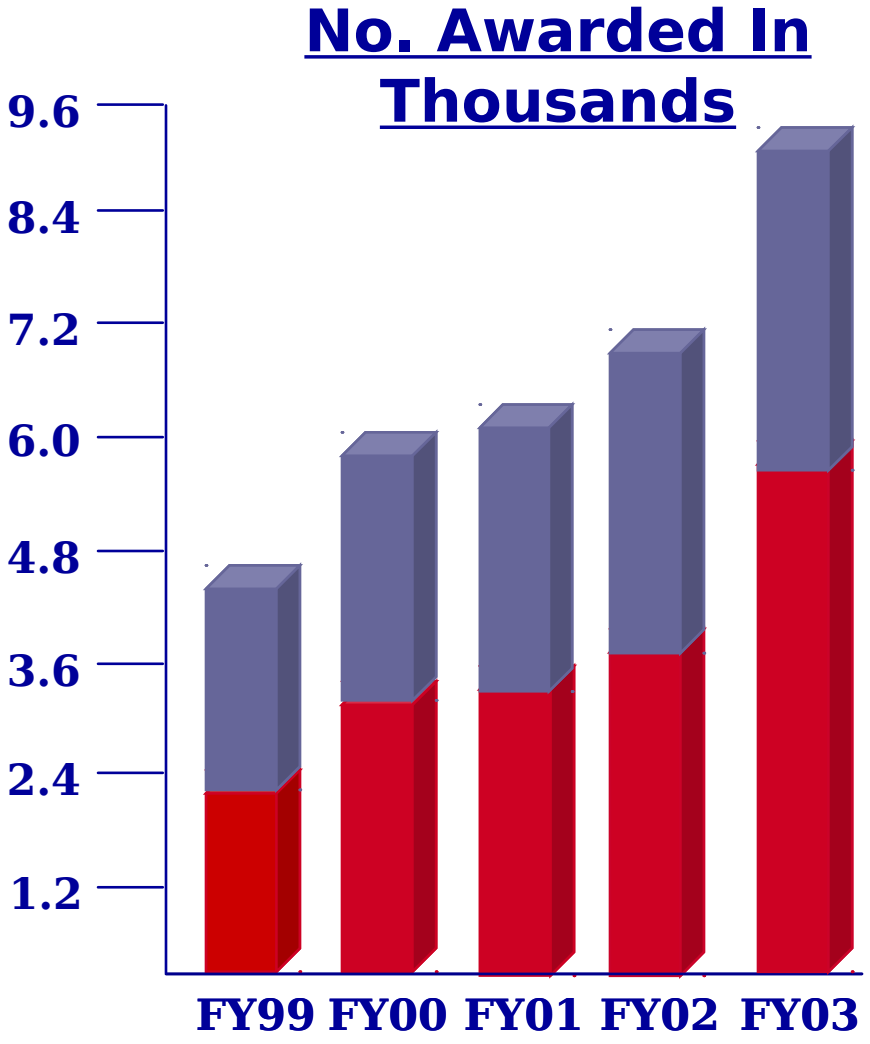


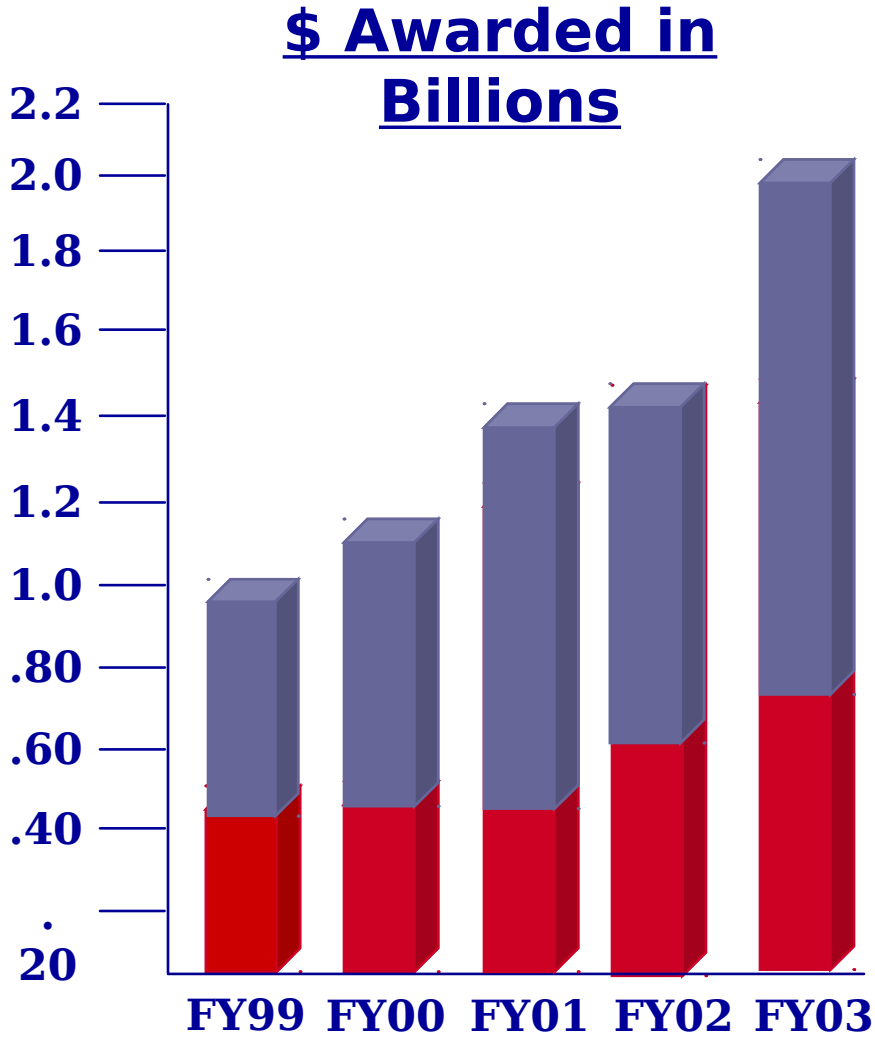
DoN Small Business Trends in the US



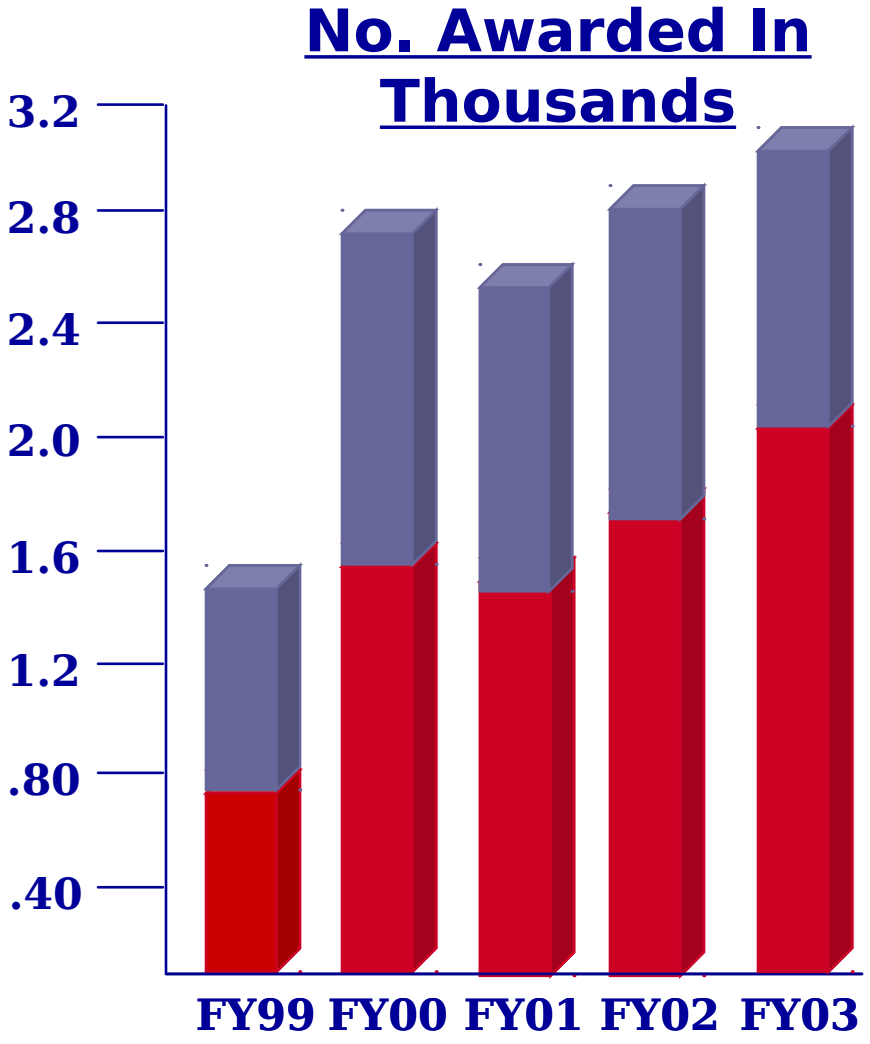


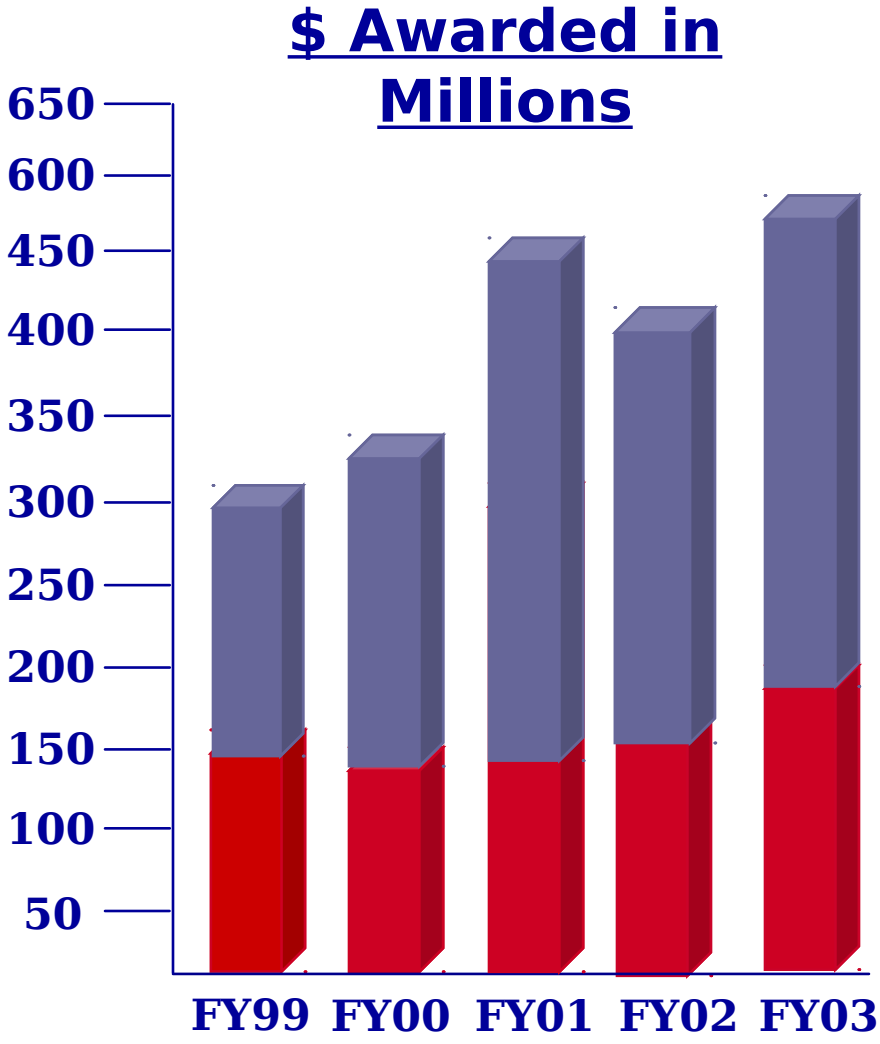
DoD Small Business Trends in North Carolina





DoN Small Business Trends in North Carolina





How To Market Your Business

- Register Your Firm And Products
- Get Acquainted With The Procedures
- Learn About the Marketplace
- Find Specific Opportunities
- Make It Easy For Customers
- Learn About Special Programs
- Seek Assistance

Register Your Firm and Your Products

- **Register Your Company**

✓**Obtain Data Universal Numbering Systems (DUNS)**

- http://www.dnb.com/US/duns_update/index.html

✓**Obtain Commercial and Government Entity (CAGE) Code**

- http://www.dlis.dla.mil/cageserv.asp

✓**Register in the DoD Central Contractor Registration (CCR) System**

- www.ccr.gov

✓**Federal Supply Classification Code (FSC)**

- www.scrantonrtg.com/secrc/fsc-codes/fsc.html

✓ **North American Industry Classification System (NAICS)**

-

Get Acquainted with the Procedures

- ✓ Federal Acquisition Regulation (FAR)
  - www.arnet.gov/far
- ✓ Defense Federal Acquisition Regulation Supplement (DFARS)
  - www.acq.osd.mil/dpap/dfars/index.htm
- ✓ Navy Marine Corps Acquisition Regulation Supplement (NMCARS)

www.acquisition.navy.mil/navyaos/content/view/full/3

Learn About the Marketplace

- ✓ Buying Commands
  - ✓ Other Navy
    - www.hq.navy.mil/sadbu/HCA.htm
  - ✓ Other Services
    - www.sellingtoarmy.info
    - www.selltoairforce.org
  - ✓ DoD
    - www.acq.osd.mil/sadbu/publications/sbs/sbs.html
    - ✓ Report of Products/Services Purchased
      - web1.whs.osd.mil/peidhome/procstat/procstat.htm
      - DST28 Report - Sorted by FSC

Find Specific Opportunities

- ✓Navy Electronic Commerce Online (NECO)
  - www.neco.navy.mil
- ✓Federal/DoD Business Opportunities
  - www.fedbizopps.gov
  - www.emall.dla.mil
- ✓Subcontracting Resources
  - http://progate.daps.dla.mil/home/
  - www.acq.osd.mil/sadbu/publications/subdir/index.html
  - www.sba.gov/GC/indexcontacts-sbsd.html

Make It Easy For Your Customers

- ✓ **Federal Supply Schedules (FSS)**
  - ❑ **www.fss.gsa.gov**
- ✓ **Government Charge Card Program**
  - ❑ **www.fss.gsa.gov**

    > Using GSA > GSA SmartPay

Small Business Emphasis Programs

- ✓ Méntor-Protégé
- ✓ Small Business Innovation Research
- ✓ Women-owned Small Business Program
- ✓ HubZones
- ✓ HBCU and other Minority Institutions Program
- ✓ Veteran Owned Small Business Program
- ✓ Native American Incentives

www.acq.osd.mil/sadbu/overview/index.htm

Business Partner Network

Business Partner Network - Microsoft Internet Explorer
File Edit View Favorites Tools Help
Address http://bpn.gov/
Go
bpn
BUSINESS PARTNER NETWORK
www.bpn.gov
Go Directly To:
Central Contractor Registration (CCR)
Federal Agency Registration
Online Representations and Certifications Application (ORCA)
— Vendor
— Public
Past Performance Information Retrieval System (PPIRS)
Excluded Parties Listing System
EEO Pre-Award Clearance
The Business Partner Network is the single source for vendor data for the Federal Government.
The BPN is a search mechanism that provides unprecedented views into several key data bases across Federal Agencies.
egov
My Government My Terms
CCR
FedBizOpps
SBA
PPIRS
PAST PERFORMANCE INFORMATION RETRIEVAL SYSTEM
Upcoming Events
FIRSTGOV
Your First Click to the U.S. Government

- www.bpn.gov

Available Help - SBA

Offices Providing Assistance To Small Businesses For Defense Procurement

Small Business Administration
6302 Fairview Road, Suite 300
Charlotte, NC 28210
Phone: (704) 344-6563
Fax: (703) 344-6769

www.sba.gov

Area DoD Small Business Representatives

Navy

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Navy

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Construction & Facility Maintenan

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linebargerpv@lejeune.efdlant.navfac.navy.mil

Marine Corps

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Area DoD Small Business Representatives

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Base Operating Support

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Pope AFB

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Ms. LaNell Grissom

Base Operating Support

XVIII Airborne, FT Bragg

Phone: (910) 396-4362 x 205

grissoml@bragg.army.mil

Army

Ms. Karen Glass

Supplies & Services

Special Ops, FT Bragg

Phone: (910) 432-6145

glasska@soc.mil

Area Procurement Technical Assistance Centers

University of North Carolina

Procurement Technical Assistance Center

5 West Hargett Street

Suite 600

Raleigh, NC 27601-1348

Mr. Tom Elam **Phone: (919) 715-7373 x620**

telam@sbtdc.org

www.sbtdc.org

NC Military Business Center

- **Status**
  - **State-funded, $1.8M (FY05)**
  - **Mandate**
    - **Statewide services**
    - **Leverage Community College System/SBCs**
    - **Hub at Fayetteville Technical Community College (FTCC)**
- **Objectives**
  - **Contracts – increase DoD/Gov't business for NC companies**
  - **Revenues – increase Federal revenues in NC**
  - **Jobs – increase employment opportunities for NC residents**

POCs

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Mr. Scott Dorney, CCBC
sdorney@ccbusinesscouncil.org
Phone: (910) 484-4242 X249

Share Your Thoughts

Navy Small and Disadvantaged Business Utilization (SADBU)

Washington Navy Yard, Building 36
720 Kennon St., SE
Washington, D.C. 20374-5015
Phone: (202) 685-6485
Fax: (202) 685-6865

www.hq.navy.mil/sadbu

Doing Business With The Navy

Web Sites to Remember...

www.acquisition.navy.mil
(site for this presentation)

www.acq.osd.mil/sadbu

www.hq.navy.mil/sadbu

www.gsa.gov

www.bpn.gov

www.sba.gov

www.fedbizopps.gov

Doing Business With The Navy

Thank You, Senator Dole

BACK-UP

Small and Disadvantaged Business Utilization Program

Department of the Navy SADBU Policy -

- Promote Maximum Utilization of Small Business Concerns in Navy Contracts
- Provide Small Business Concerns Maximum, Practicable Opportunity to Participate as Subcontractors in Prime Contracts Awarded to Major Prime Contractors

Small Business Improvement Plan

- **Five Initiatives:**
  - **Improve Program Manager Awareness of Small Business Solutions.**
  - **Coordinated Outreach & Training of Specific Underutilized Small Business Groups.**
  - **Improve Small Business Awareness of Procurement Opportunities in DON.**
  - **Improve Measurement of Subcontract $ to Small Business.**
  - **Competitive Acquisitions for Services with FSS Shall Include at Least One Small Business.**

Issues Impacting Small Business Statistics

- ✓ Contract Bundling
- ✓ Acquisition of Small Businesses by Large Businesses

Recent Legislation Impacting Small Business

- **Wide Area Work Flow**

  Electronic Billing

  - http://www.dcma.mil/DCMAHQ/cntr-dcmac-j/index.htm

- **Services Acquisition Reform Act**

  Incentives Performance-Based Contracting

  Authorizes T&M and Labor-Hour Contracts

  Extends Simplified Contract Procedures

  - http://www.house.gov/rules/H1588_CR.PDF

  Expands Definition of Commercial Items

New Small Business Issues

- **New Streamlined & Simplified Small Business Size Standards**
- **Procurement Program for Service-Disabled Veteran-Owned Small Business Concerns**

- **www.acq.osd.mil/sadbu/**

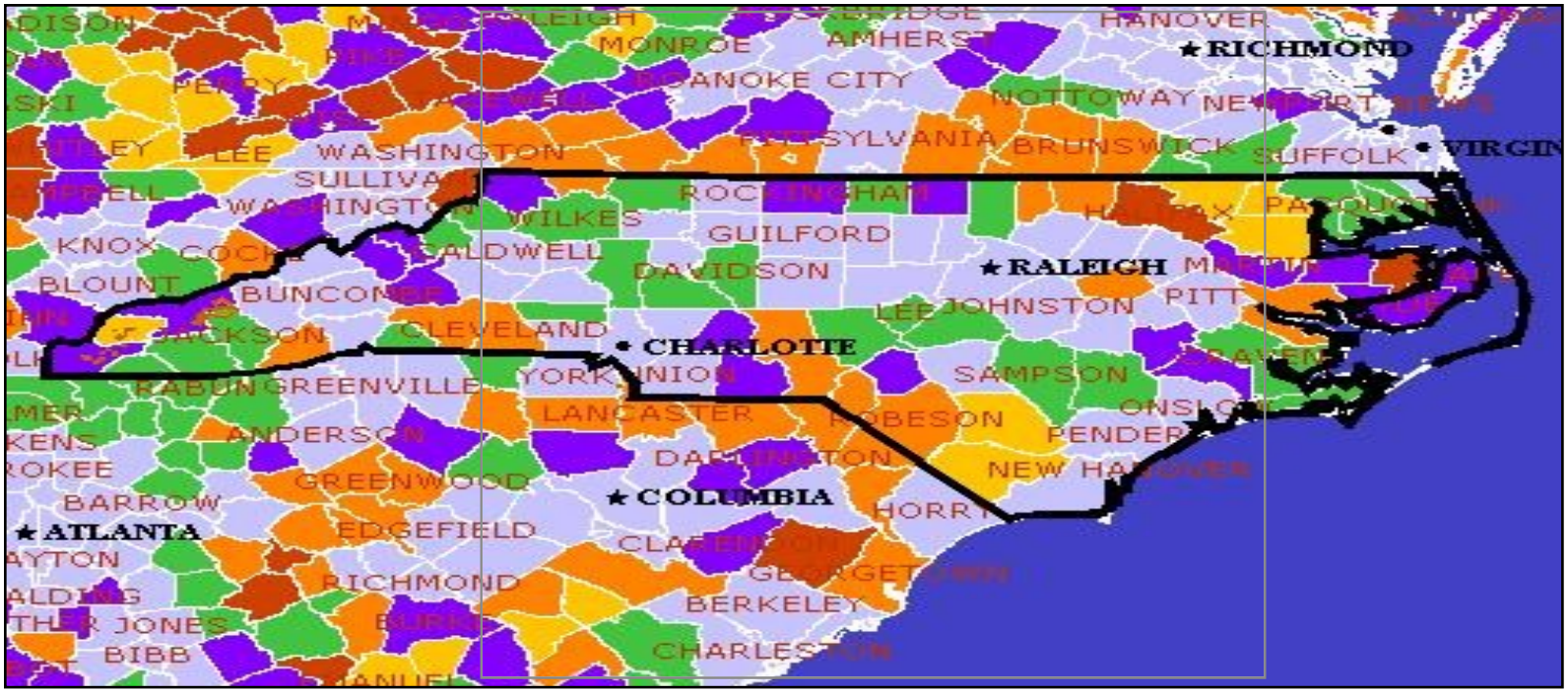
SMALL BUSINESS INNOVATION RESEARCH (SBIR)

- ✓ Provides up to $850K in Seed Money for Research in 30 Science and Technology Areas
- ✓ Firms Retain Intellectual Data Rights
- ✓ Competitive but Simple
- ✓ Restricted to Firms of 500 or fewer Employees

❑

www.acq.osd.mil/sadbu/sbir

HUBZone Information for North Carolina



https://eweb1.sba.gov/hubzone/internet/

Doing Business With The Navy

ASSOCIATE DIRECTORS OF SMALL BUSINESS

UIC	Activity	Appointee	Email	Telephone	Fax
N00019	NAVAIR	Barabara Greeley	barabara.greeley@navy.mil	(301) 757-9044	(301) 757 9093
N00025	NAVFAC	Linda Wright	linda.g.wright@navy.mil	(202) 685-9129	(202) 685-1485
N00024	NAVSEA	Sarkis Tatigian	tatigianS@navsea.navy.mil	(202) 781-3965	(202) 781-4772
N00023	NAVSUP	Mark Opilla	mark.opilla@navy.mil	(717) 605-3575	(717) 605 1102
N00039	SPAWAR	Marti Schwartz	sbo@spawar.navy.mil	(619) 524-7701	(619) 524-3165
M00027	MARCORSYSCOM	Harriett Burton	burtonhl@mcsc.usmc.mil	(703) 432-3950	(703) 432-3535
M767004	MARCORLOGCOM	Martha Glasscock	martha.glasscock@usmc.mil	(229) 639-6738	(229) 639-6719
N00033	MSC	Dave Grove	David.Grove@navy.mil	(202) 685-5554	(202) 685-5515
N00014	ONR	Genesta Belton	beltong@onr.navy.mil	(703) 696-4511	(703) 696-4430
	SBIR	Vincent Schaper	schapev@onr.navy.mil	(703) 696-8528	(703) 696-4884
	HBCU/MI/TCU	Anthony Junior	juniora@onr.navy.mil	(703) 696-0453	(703) 696-4430
N00030	SSP	Cheryl Ann Tryon	SP1012@ssp.navy.mil	(202) 764-0906	(202) 764-2085

DEPUTIES FOR SMALL BUSINESS SELECTED CONTRACTING OFFICES (>$50M, <$100M)

UIC	Activity	Appointee	Email	Telephone	Fax
N32204	MSC Virginia Beach	Brenda Davis	brenda.davis@navy.mil	(757) 417-4660	(757) 417-4655
N69272	ROICC Kings Bay	Renee Hickson	renee.hickson@navy.mil	(912) 573-4653	(912) 573-2203
N65538	Naval Sea Logistics Center	Diane J. Pier	PierDJ@navsea.navy.mil	(717)-605-2503	(717) 605-3995
N62670	SUPSHIP Jacksonville	Ron Patronik	patronikrd@supship.navy.mil	(904) 270-5741	(904) 270-5056
N62799	SUPSHIP Puget Sound	Joseph B. Fallica	fallicajb@supship.navy.mil	(360) 476-4556	(360) 4764930
N61331	NSWC Panama City	Johnny Peace	johnny.peace@navy.mil	(850) 234-	(850) 230-7073

Doing Business With The Navy

DEPUTIES FOR SMALL BUSINESS MAJOR CONTRACTING OFFICES (>$100M)					
UIC	**Activity**	**Appointee**	**Email**	**Telephone**	**Fax**
N00178	NSWC Dahlgren Division	Bob Ashley	robert.e.ashley@navy.mil	(540) 653-4806	(540) 653-4089
N63394	NSWC Port Hueneme Division	Eric Duncan	eric.duncan@navy.mil	(805) 228-0372	(805) 228-6147
N65540	NSWC Carderock Division	Theodore Ptashkin	PtashkinTR@nswccd.navy.mil	(215) 897-7596	(215) 897-7053
N66604	NUWC Newport	Dave Rego	regodj@npt.nuwc.navy.mil	(401) 832-1766	(401) 832-4820
N00383	NAVICP Philadelphia	Nina Evans	nina.evans@navy.mil	(215) 697-4950	215) 697-9286
N62678	SUPSHIP Portsmouth VA	Phillip Fields	phillip.r.fields@navy.mil	(757) 396-5041ext 433	(757) 396-1762
N26791	SUPSHIP San Diego	Donald Mansfield	donald.e.mansfield@navy.mil	(619) 556-1169	(619) 556-2331
N26791	SUPSHIP San Diego	Penny Estrada	penny.estrada@navy.mil	(619) 556-1336	(619) 556-2331
N62791	SUPSHIP Newport News	Nadine Knowlin	knowlinnf@supship.navy.mil	(757) 688-9280	(757) 688-0912
N62795	SUPSHIPS Pascagoula	Ken Inman	inmankl@supship.navy.mil	(228) 769-4354	(228) 769-4178
	Commander, Navy Region NE	Tom Ott	procurement@subasenlon.navy.mil	(860) 694-4821	(860) 694-4251
N00104	NAVICP Mechanicsburg	Helen Katz	helen.katz@navy.mil	(800) 309-1375	(717) 605-4858
N00189 N00181 N00600	FISC Norfolk	Linda Owen	linda.owen@navy.mil	(757) 443-1435	(757) 443-1355
N00140	FISC Norfolk, Philadelphia Det	Gerald Furey	gerald.furey@navy.mil	(215) 697-9555	(215) 697-9554
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M68522 M67386	Regional Contracting Office Midwest	Ms. Sandra Brackney	brackneysk@mcsa.usmc.mil	(816) 843-3710	(816) 843-3730	
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